

**2024/5 Budget - Smokecraft**

Start Date: 05/27/2024

End Date: 05/25/2025

LY Start: 05/29/2023

LY End: 05/26/2024

**PERIOD 11**

10/30/2023

11/26/2023

**PERIOD 11**

10/28/2024

12/1/2024

		<b>2023 Actual</b>	<b>% of Sales</b>	<b>2024 Budget</b>	<b>% of Sales</b>
<b>Gross Sales</b>					
<b>5100</b>	Food Sales	\$ 157,355.17	88.89%	\$ 182,055.70	85.31%
<b>5180</b>	NA Beverage	\$ 1,271.75	0.72%	\$ 1,471.38	0.69%
	<b>Total Food Sales</b>	<b>\$ 158,626.92</b>	<b>89.61%</b>	<b>\$ 183,527.08</b>	<b>86.00%</b>
<b>5210</b>	Liquor Sales	\$ 9,626.01	5.44%	\$ 18,142.41	8.50%
<b>5220</b>	Wine Sales	\$ 2,074.50	1.17%	\$ 3,909.87	1.83%
<b>5230</b>	Bottled Beer Sales	\$ 1,278.50	0.72%	\$ 2,409.62	1.13%
<b>5240</b>	Draft Beer Sales	\$ 5,420.51	3.06%	\$ 10,216.18	4.79%
	<b>Total Beverage Sales</b>	<b>\$ 18,399.52</b>	<b>10.39%</b>	<b>\$ 34,678.08</b>	<b>16.25%</b>
	<b>Gross F&amp;B Sales</b>	<b>\$ 177,026.44</b>	<b>102.47%</b>	<b>\$ 218,205.17</b>	<b>102.25%</b>
<b>Deductions</b>					
<b>5110</b>	Goodwill Comps	\$ 651.53	0.38%	\$ 1,173.72	0.55%
<b>5120</b>	Guest Recovery Comps	\$ 328.30	0.19%	\$ 640.21	0.30%
<b>5131</b>	50% Employee Discounts	\$ 877.46	0.51%	\$ 960.32	0.45%
<b>5132</b>	Manager Meal Discounts	\$ 632.75	0.37%	\$ 746.91	0.35%
<b>5150</b>	Discounts Marketing	\$ 3,522.65	2.04%	\$ 746.91	0.35%
<b>5250</b>	Goodwill Bar Comps	\$ 332.30	0.19%	\$ 533.51	0.25%
	<b>Total Deductions</b>	<b>\$ 6,344.99</b>	<b>3.67%</b>	<b>\$ 4,801.58</b>	<b>2.25%</b>
<b>Other Income and Expense</b>					
<b>5300</b>	Sundry Sales	\$ 375.00	0.22%	\$ -	0.00%
<b>5910</b>	Service Charge Revenue - Catering	\$ 1,708.87	0.99%	\$ -	0.00%
	<b>Total Other Income and Expense</b>	<b>\$ 2,083.87</b>	<b>1.21%</b>	<b>\$ -</b>	<b>0.00%</b>
	<b>Net Sales</b>	<b>\$ 172,765.32</b>	<b>100.00%</b>	<b>\$ 213,403.59</b>	<b>100.00%</b>
<b>Food Costs</b>					
<b>6110</b>	Meat Cost	\$ 17,692.64	11.15%	\$ 26,794.95	14.60%
<b>6120</b>	Poultry Cost	\$ 6,907.58	4.35%	\$ 4,771.70	2.60%
<b>6130</b>	Seafood Cost	\$ 573.96	0.36%	\$ 917.64	0.50%
<b>6140</b>	Dairy Cost	\$ 6,168.77	3.89%	\$ 7,341.08	4.00%
<b>6150</b>	Produce Cost	\$ 5,382.20	3.39%	\$ 5,872.87	3.20%
<b>6160</b>	Bakery Cost	\$ 2,860.27	1.80%	\$ 2,569.38	1.40%
<b>6170</b>	Grocery Cost	\$ 10,396.43	6.55%	\$ 11,378.68	6.20%
<b>6180</b>	NA Beverage	\$ 362.81	0.23%	\$ 917.64	0.50%
	<b>Total Food Cost</b>	<b>\$ 50,344.66</b>	<b>31.74%</b>	<b>\$ 60,563.94</b>	<b>33.00%</b>

<b>Beverage Costs</b>					
<b>6210</b>	Liquor Cost	\$ 1,296.40	7.18%	\$ 3,085.08	8.90%
<b>6220</b>	Wine Cost	\$ 453.43	2.51%	\$ 1,079.04	3.11%
<b>6230</b>	Bottled Beer Cost	\$ 298.73	1.65%	\$ 710.90	2.05%
<b>6240</b>	Draft Beer Cost	\$ 865.90	4.79%	\$ 2,060.60	5.94%
<b>Total Bev Cost</b>		<b>\$ 2,914.46</b>	<b>16.13%</b>	<b>\$ 6,935.62</b>	<b>20.00%</b>
<b>Total F&amp;B Costs</b>		<b>\$ 53,259.12</b>	<b>30.83%</b>	<b>\$ 67,499.55</b>	<b>31.63%</b>
<b>Gross Profit</b>		<b>\$ 119,506.20</b>	<b>69.17%</b>	<b>\$ 145,904.03</b>	<b>68.37%</b>
<b>Payroll Costs</b>					
<b>6310</b>	Management Salaries	\$ 18,980.32	10.99%	\$ 14,461.54	6.78%
<b>6311</b>	Direct Labor - FOH	\$ 5,436.61	3.15%	\$ 7,469.13	3.50%
<b>6312</b>	Overtime Labor - FOH	\$ -	0.00%	\$ -	0.00%
<b>6313</b>	Training Labor	\$ 253.44	0.15%	\$ 320.11	0.15%
<b>6314</b>	Direct Labor - BOH	\$ 27,899.07	16.15%	\$ 39,479.66	18.50%
<b>6315</b>	Overtime Labor - BOH	\$ 502.49	0.29%	\$ -	0.00%
<b>Total Labor</b>		<b>\$ 53,071.93</b>	<b>30.72%</b>	<b>\$ 61,730.43</b>	<b>28.93%</b>
<b>6510</b>	Payroll Taxes	\$ 5,416.82	3.14%	\$ 8,002.63	3.75%
<b>6530</b>	Vacation Pay	\$ 423.12	0.24%	\$ -	0.00%
<b>6540</b>	Parking	\$ 600.00	0.35%	\$ 200.00	0.09%
<b>6550</b>	Uniform Allowance	\$ -	0.00%	\$ -	0.00%
<b>6560</b>	Continuing Education	\$ -	0.00%	\$ -	0.00%
<b>6570</b>	Group Insurance	\$ 549.24	0.32%	\$ 600.00	0.28%
<b>6580</b>	Workers Compensation	\$ 445.08	0.26%	\$ 510.00	0.24%
<b>6610</b>	Other Benefits	\$ -	0.00%	\$ -	0.00%
<b>6615</b>	Payroll Processing Fees	\$ 256.00	0.15%	\$ 300.00	0.25%
<b>Total Payroll Expenses</b>		<b>\$ 7,690.26</b>	<b>4.45%</b>	<b>\$ 9,612.63</b>	<b>4.50%</b>
<b>Total Payroll Costs</b>		<b>\$ 60,762.19</b>	<b>35.17%</b>	<b>\$ 71,343.07</b>	<b>33.43%</b>
<b>Controllable Expenses</b>					
<b>6500</b>	3rd Party Delivery Expense	\$ 3,433.53	1.99%	\$ 6,402.11	3.00%
<b>6710</b>	Operating Lease/Rentals-Kitchen/Bar	\$ 145.24	0.08%	\$ 550.00	0.26%
<b>6740</b>	Security	\$ -	0.00%	\$ -	0.00%
<b>6750</b>	Trash Removal	\$ -	0.00%	\$ -	0.00%
<b>6790</b>	Other Contracted Services	\$ 300.00	0.17%	\$ 300.00	0.14%
<b>7010</b>	Register Over/Short	\$ (171.83)	-0.10%	\$ -	0.00%
<b>7010</b>	China/Glassware/Silverware	\$ 101.54	0.06%	\$ 426.81	0.20%
<b>7040</b>	Cleaning Supplies	\$ 210.04	0.12%	\$ 426.81	0.20%
<b>7045</b>	Dish Chemicals	\$ 303.47	0.18%	\$ 640.21	0.30%
<b>7050</b>	Decorations	\$ -	0.00%	\$ -	0.00%
<b>7060</b>	Linens	\$ 1,024.59	0.59%	\$ 1,600.53	0.75%
<b>7080</b>	New Menus/Printing	\$ -	0.00%	\$ -	0.00%
<b>7090</b>	Menu/Guest Check/POS Supplies	\$ -	0.00%	\$ -	0.00%
<b>7105</b>	To Go Supplies	\$ 2,603.33	1.51%	\$ 2,987.65	1.40%
<b>7106</b>	Catering Supplies	\$ 4,040.93	2.34%	\$ 853.61	0.40%
<b>7110</b>	Operating Supplies F&B	\$ 2,693.40	1.56%	\$ 2,987.65	1.40%

<b>7120</b>	Uniforms	\$ -	0.00%	\$ -	0.00%
<b>7470</b>	Live Entertainment	\$ 1,200.00	0.69%	\$ -	0.00%
	<b>Total Controllable Expenses</b>	<b>\$ 15,884.24</b>	<b>9.19%</b>	<b>\$ 17,175.37</b>	<b>8.05%</b>
<b>General &amp; Administrative</b>					
<b>7190</b>	Other Contracted Services-Admin	\$ 1,221.50	0.71%	\$ 1,500.00	0.70%
<b>7195</b>	Accounting Services	\$ 2,500.00	1.45%	\$ 2,500.00	1.17%
<b>7220</b>	Bank Charges & Fees	\$ 292.94	0.17%	\$ 100.00	0.05%
<b>7230</b>	Licenses & Permits	\$ 432.19	0.25%	\$ 600.00	0.28%
<b>7250</b>	Credit Card Commissions	\$ 5,229.36	3.03%	\$ 4,801.58	2.25%
<b>7256</b>	Employment Ads	\$ -	0.00%	\$ 90.00	0.04%
<b>7270</b>	Dues & Subscriptions	\$ 46.95	0.03%	\$ 50.00	0.02%
<b>7285</b>	Key Man/General Liability Insurance	\$ 1,119.59	0.65%	\$ 1,275.00	0.60%
<b>7290</b>	Legal & Professional Services	\$ 680.00	0.39%	\$ -	0.00%
<b>7320</b>	Office Supplies & Postage	\$ 236.39	0.14%	\$ 213.40	0.10%
<b>7350</b>	Telephone/Internet/Cable	\$ 595.56	0.34%	\$ 650.00	0.30%
<b>7360</b>	Travel	\$ 914.46	0.53%	\$ 125.00	0.06%
<b>7370</b>	Meals & Entertainment	\$ 37.40	0.02%	\$ -	0.00%
	<b>Total General &amp; Administrative</b>	<b>\$ 13,306.34</b>	<b>7.70%</b>	<b>\$ 11,904.98</b>	<b>5.58%</b>
<b>Advertising &amp; Promotion</b>					
<b>7400</b>	Local Charitable Donations	\$ -	0.00%	\$ -	0.00%
<b>7430</b>	Local Advertising & Promotion	\$ 1,800.00	1.04%	\$ -	0.00%
<b>7435</b>	Advertising & Marketing	\$ 4,680.94		\$ 1,500.00	0.70%
<b>7460</b>	Special Promotions	\$ -	0.00%	\$ -	0.00%
	<b>Total Advertising &amp; Promotion</b>	<b>\$ 6,480.94</b>	<b>3.75%</b>	<b>\$ 1,500.00</b>	<b>0.70%</b>
<b>Repairs &amp; Maintenance</b>					
<b>7500</b>	Repairs & Maintenance	\$ 152.00	0.09%	\$ 2,134.04	1.00%
<b>7620</b>	R&M HVAC & Refrigeration	\$ -	0.00%	\$ -	0.00%
<b>7630</b>	R&M - Plumbing	\$ 612.50	0.35%	\$ -	0.00%
<b>7640</b>	R&M - Electric	\$ -	0.00%	\$ -	0.00%
<b>7650</b>	R&M - Exterior/Structure	\$ -	0.00%	\$ -	0.00%
<b>7660</b>	R&M - POS Systems	\$ -	0.00%	\$ -	0.00%
<b>7695</b>	Cleaning Service	\$ 4,436.00	2.57%	\$ 3,680.00	1.72%
<b>7710</b>	MC-HVAC & Refrigeration	\$ 2,396.50	1.39%	\$ 2,396.50	1.12%
<b>7720</b>	MC-Other Equipment	\$ -	0.00%	\$ 255.00	0.12%
<b>7750</b>	Pest Control	\$ 85.00	0.05%	\$ 85.00	0.04%
<b>7785</b>	Carpet/Rug/Floor Cleaning	\$ -	0.00%	\$ -	0.00%
	<b>Total Repairs &amp; Maintenance</b>	<b>\$ 7,682.00</b>	<b>4.45%</b>	<b>\$ 8,550.54</b>	<b>4.01%</b>
<b>Utilities</b>					
<b>7810</b>	Electricity	\$ 2,678.10	1.55%	\$ 4,268.07	2.00%
<b>7820</b>	Natural Gas	\$ 968.69	0.56%	\$ 1,920.63	0.90%
<b>7830</b>	Water & Sewer	\$ 354.00	0.20%	\$ 853.61	0.40%
<b>7840</b>	Firewood	\$ 1,000.00	0.58%	\$ 750.00	0.35%
	<b>Total Utilities</b>	<b>\$ 5,000.79</b>	<b>2.89%</b>	<b>\$ 7,792.32</b>	<b>3.65%</b>
	<b>Total Operating Expenses</b>	<b>\$ 48,354.31</b>	<b>27.99%</b>	<b>\$ 46,923.21</b>	<b>21.99%</b>

Other Income (Expenses)					
<b>5500</b>	Door Revenue	\$	-	0.00%	\$ - 0.00%
<b>5800</b>	Commission Income	\$	-	0.00%	\$ - 0.00%
<b>Total Other Income</b>		\$	-	0.00%	\$ - 0.00%
<b>Operating Income Before Bonus</b>		\$	10,389.70	6.01%	\$ 27,637.75 12.95%
<b>6455</b>	Management Bonuses	\$	163.34	0.09%	\$ - 0.00%
<b>Restaurant Operating Income</b>		\$	10,226.36	5.92%	\$ 27,637.75 12.95%
Facility Expenses					
<b>8010</b>	Rents	\$	12,420.14	7.19%	\$ 12,730.64 5.97%
<b>8015</b>	Common Area Maintenance	\$	3,473.00	2.01%	\$ 2,315.00 1.08%
<b>8020</b>	Property Insurance	\$	94.00	0.05%	\$ 132.00 0.06%
<b>8030</b>	Property Taxes	\$	3,665.46	2.12%	\$ 3,671.46 1.72%
<b>Total Facility Expenses</b>		\$	19,652.60	11.38%	\$ 18,849.10 8.83%
<b>Restaurant EBDIT</b>		\$	(9,426.24)	-5.46%	\$ 8,788.65 4.12%